Historic, archived document

Do not assume content reflects current scientific knowledge, policies, or practices.

INDEXED.

LIBRARY
RECEIVED
AUG 31 1920
U.S. Department of A

Townsend's 1912 CATALOGUE OF Thoroughbred Plants

INDEXED.

Trial Beds Where Over 100 New Varieties are Being Tested

E. W. TOWNSEND
THE FAIR-DEALING NURSERYMAN
SALISBURY, MARYLAND

INDEXED.

INDEXED.

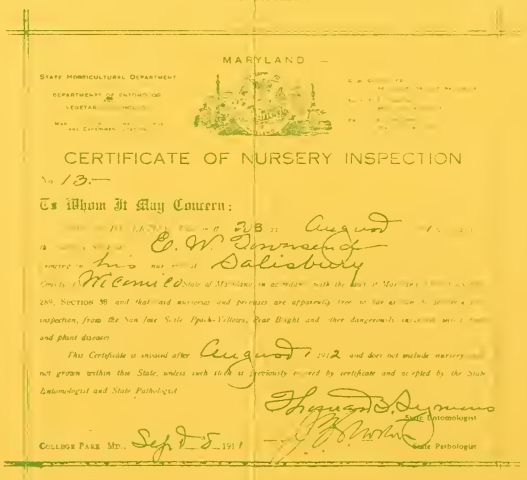
What The Wicomico News Says of Us.

ONE OF OUR LOCAL PAPERS.

There is no section of the country so suitable in soil and climate for the successful raising of strawberry plants and melons seed as that surrounding Salisbury, and when this business is in the hands of a man who was brought up on a berry farm, has made the cultivation of them a life study and has succeeded in originating the best varieties now on the market it has reached its highest state of perfection.

At the beautifully situated and highly cultivated farm of Mr. E. W Townsend, near Salisbury, can be seen the ideal place for the raising of plants for shipment, and he has succeeded by supplying only the best to growers in building up a business with the most careful and discriminating planters that has extended to every part of the country. His plants are not experiments, but have splendidly stood the test of time and produce berries which for yield to the acre and delicacy of flavor are not to be equaled. On his farm Mr. Townsend raises over seventy-five varieties adapted to every soil and climate where berries are grown. Some of the plants which have had the largest sales and are most in demand by experienced growers are the "Climax" and "Missionary," both early bearers, and the "Chesapeake," a late berry which has proved very popular. The "Autumn" and "Pan-American" are two varieties that will grow anywhere and bear from the last days of August until Jack Frost puts in an appearance.

Mr. Townsend is a recognized authority in a section where nearly everyone has more than an average knowledge of plants. He has over [illegible]00 acres planted in them, and they are shipped, packed securely, by express, mail or freight.



MARYLAND

STATE HORTICULTURAL DEPARTMENT

DEPARTMENTS OF ENTOMOLOGY

VEGETABLE [illegible]

[illegible]

CERTIFICATE OF NURSERY INSPECTION

No. 13.—

To Whom It May Concern:

[illegible] 28 [illegible] August [illegible]

[illegible] E. W. Townsend

[illegible] his [illegible] Salisbury

County of Wicomico State of Maryland, in accordance with the laws of Maryland [illegible] 289, Section 38 and that said nurseries and premises are apparently free [illegible] inspection, from the San Jose Scale, Peach-Yellows, Pear Blight and other dangerously [illegible] and plant diseases.

This Certificate is invalid after August 1, 1912 and does not include nursery [illegible] not grown within this State, unless such stock is previously covered by certificate and accepted by the State Entomologist and State Pathologist.

Thomas B. Symons
State Entomologist

College Park Md., Sept 5 1911

[illegible]
State Pathologist

Our Annual Letter To You And How It Has Been With Us.

DEAR CUSTOMERS:-

I am thankful to be favored with the privilege to write this,another annual letter to you, but am frank to say that I utterly fail to find words to write to express to YOU MY appreciation of the many favors bestowed upon me the past season. Surely no other mail order concern in the world has tried harder to please their customers than we have. But we are still striving to do even better things for you. With your many kind letters you have encouraged us on to do this. You have caused us each year to largely increase our acreage and facilities, and to you we give a great deal of the credit of our success. The season of 1911 has not been the best for plant growth,owning to the long drought which prevailed with us from May the first until August the first.We lost many acres of plants entirely, but we were fortunate in setting the majority of our plants in the fall, which saved us and has caused us to have a fair supply of plants. We have had favorable seasons since August 1st, and will have a crop of plants fully up to our standard, as far as quality is concerned. In writing this catalog I am trying to give you the plain facts as I have found them in regard to the different varieties. I am still striving hard to better the Strawberry World. No time or expense is considered. We have a trial plot this season of three acres, nearly one hunded new varieties, which we believe to be the largest and most expensive trial bed ever grown by any one in the business.This plot has been watched by me daily from the time the plants were set until now and will be carefully watched until the last fruit is gathered. Surely this service should be worth something to you, and you are welcome to it. This is my duty.I owe it to you for your many kind favors to me. It is known by a great many of my customers that a variety that does well in one locality will not always do well in others.I have always tried hard to learn the behavior of all different varieties sent out by us in the different states. This information is always given to our customers gladly,and many times enables them to make a perfect selection.Of all the small fruits the strawberry appears to be one of the most susceptible to changes of environment not only due to a different locality but also due to widely varying climatic changes.This probably is due to the comparatively small root system of the plant which is quickly affected at times by unfavorable weather especially as the ripening season approaches. The water supply is the greatest importance. It is stated that in 100 lbs of ripe fruit there is 85 to 95 lbs of water,so as the irrigation system is advanced this problem of picking out varieties will be greatly lessened.

Owing to the smallness of this catalog we are compelled to omit many of the testimonials sent us. I would have every one here if I had the space.Several pages will be devoted in our 1913 book, testimonials alone just as they were sent us unsolicited.

IT WILL PAY YOU

I want to say to the grower who has never had plants from us that no other nursery exercises more care to serve customers satisfactory, while better stock than ours can not be bought.

Let us show you what we can do.Our business methods will please you,while the quality of our stock will be far beyond your expectations.

We know how to grow THOROUGHBRED STOCK.We use the same methods in growing our THOROUGHBRED PLANTS.Like begets like, same in plants as in stock.Better pay ten dollars for one thousand plants of Thorough bred stock than set one thousand common field grown plants if they are given to you. The kind of saving that you save on the common stock is not to our liking. When you deal in common stock, this saving,I think,is added to the wrong side of your ledger.Our plants are cheap enough in price.We do not think that we will have any falling out about the price. Thanking you in advance for your many past favors, and soliciting your future orders which will have our same careful and prompt attention.

I am, Yours very truly,

E. W. Townsend, Pres.

The Fair Dealing Nurseryman.

Salisbury, Md.

Instructions For Ordering, Etc.

Orders—Orders should be sent in just as soon as possible, it is better for you as well as the nurseryman.

Time of Shipment—From the time you receive this catalogue until May 1st. Our heaviest shipments are in March and April.

Guarantee—We guarantee plants to each customer in good condition when ordered by mail or express, and taken from office on arrival and opened at once. All orders by freight at owner's risk.

Packing—We make no extra charge for packing. All plants are delivered f. o. b. train at prices quoted in this catalogue.

True to Name—While we exercise the greatest care to have every plant true to name, and are ready, on proper proof, to replace any plants shipped by us that prove to be otherwise, free of charge, it is understood and agreed that we will not be held responsible for any sum greater than the cost of the plants that may prove untrue.

Claims—If any, must be made within five days from receipt of goods

Twenty Five's—All plants are tied twenty-five to the bundle

Terms—Invariably cash in advance. Remit by Registered Letter, Money Order or Draft.

References—Farmers & Merchants Bank, Salisbury Building Loan & Banking Association, Agent Adams Express Company, Agent N. Y. P. & N. R. R., Postmaster or any business man of Salisbury. Md., Dunn's Commercial Agency.

Do You Know—Of two or three persons who buy plants who want the best varieties that are grown? If so they are the people we are looking for. Their names and addresses on a postal, or with your order addressed to E. W. Townsend & Co., Salisbury, Md., would serve as an introduction. Please do this for us and we will remember you when we receive your order with one of our Fancy Collections.

The above cut shows a portion of our Plant Farm where our Thoroughbreds are grown. Our buildings are shown in the background

NEW STRAWBERRIES

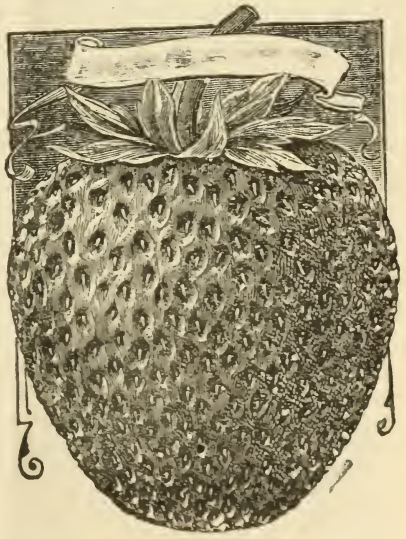
We are adding to our already long list of varieties of strawberry plants two more extra good ones,both early varieties of our own origin.

THE MAUD MULLER—Is a perfect variety ripening two to three days later then its parent, the Excelsior. It has than its parent, the Excelsior. It has parent.Good, strong plant maker,healthy and vigorous the season through. Fruit much larger than Excelsior, more prolific, and milder flavor. Will make just as good carrier as the Excelsior and we see no reason why it will not take the place of the former. We have a limited stock of plants and trust that all our customers that favor us with their orders for Excelsior will add a few of the MAUD MULLER,-per.

THE EARLY QUEEN,-per, is the berry that drew the attention of every one who visited our trial beds the past fruiting season while they were in fruit. While the season with us was the most unfavorable season we have ever experienced the Early Queen is a chance seedling found growing by one of our neighbors a few years ago. We were shown the berries from the young plants last season when they began to fruit and could not hardly believe that the berries were picked from the Early Queen,as we now call them,but went to the bed ourselves and were more than delighted with our gift. We set every plant the past season [illegible] was grown,except twelve feet in row to test, and have succeeded in growing this season several thousand nice plants.We describe them as follows:plants strong and vigorous,making a moderate supply of plants, foliage has shown no sign of rust, as productive as any one could wish,every plant being heavily loaded with the finest fruit that was ever grown on our farm.We do not except Wm.Belt,Chesapeake, or any other variety. The past season,while as stated above, was very unfavorable for the berry crop, several old standards not being worth picking, in the same plot the size of the Early nQueen it was equal to any variety grown by us, every berry being all most perfect in shape, with heavy dark green calx.The season of ripening is but few days behind the Excelsior. We now think by adding these two varieties to our list of early varieties,including the FIRST PRIZE, per, sent out the past season, that we can please all growers looking for early varieties. We have made the price very reasonable and trust that every customer will try them this season.

STANDARD VARITIES

FIRST-PRIZE,--per,--We were more then ever pleased with the behavior of this variety the past season as the season was the driest ever experienc ed here.The dry weather seemed to take but little effect upon them,seldom finding a berry out of shape or size and they fruited their usual heavy crop of fruit that is seldom surpassed by any variety. This proves to us that it will be classed in the front ranks with the leading early varieties in a few season.Again, this season for plant making has been very unfavorable. The FIRST PRIZE has made a splendid growth of extra fine plants,the best in our fields and we have over one hundred varieties. We advise each one that is interested in the growing of Strawberries to give them a trial.We shipped the fruit the past season two hundred miles and were informed by our commission merchant that they arrived in first class condition. (This was by express.)



TOWNSEND'S LATE CHAMPION.

TOWNSEND'S LATE CHAMPION,per, A berry that ripens a few days earlier then the Gandy.This variety was introduced by us the past season. While we have been growing them for six years we have never failed to get a fine crop of fruit. Plants show no signs of weakness of any kind,fruit large and round.is conical,rarely mis-shapen, glossy red though produces an a abundance,not quit so late as the Gandy but will pick twice the quantity of berries,and ones that are equal in every respect and has all the quality neccessary for a commercial berry While we have 10 other late varieties and have tested many others that we hav discarded,this variety is strongly our favorite. This variety was found growing near a bed of Aroma, and we believe is a cross from that variety. You will make no mistake in trying them. We have a fine stock of well rooted plants at reasonable prices for a new variety that has the merits of this one.

MARYLAND PRIZE, -- imp, season early to late. This is one of our introductions in 1911, having fruited it now three seasons.And we recommend it to any grower that desires an extra FANCY variety, has the longest fruiting season of any variety we grow. Plants strong and healthy, and seem to do best on low springy soil. Flavor resembles that of Wm.Belt.Fruit firm enough to ship to distant markets,size large to extra large. Any one looking for something for family use can not find any thing better when properly pollinized.We recommend setting as follows; three rows 1st Prize, rows Maryland Prize, 3 rows Townsend Late Champion for an Ideal Family patch. Get a few plants of each variety and start your garden. You will never regret the purchase. Plant for this season.

NANTICOKE (Per)—Found growing in Nanticoke district, this county (Wicomico), after fruiting it for several seasons, a friend of ours sent us 100 plants to test, after receiving his description we decided that it must be something extra, and after we have tested it one season, we are of the same opinion as the originator. We believe that anyone looking for an extra fancy berry will like the Nanticoke, as it has all the qualities that go to make up a strictly fancy berry. It is the richest flavored berry I ever saw, and one that a grower would want to last the whole year round. It is not quite as productive as some sorts, but its size and quality will make up for quarts. The best class of trade will draw to this berry and we advise all growers that are after a strictly fancy berry, to get a few Nanticokes, to start with, as our supply is very small this season, and you can not positively get them from anyone else. The foliage is very large and the plants stand up well and make a good growth of strong plants. Season early to mid-season. The Nanticoke will be sent out under a guarantee your money back if it does not give entire satisfaction, after giving it a trial. Price, $1.00 per doz.; $5.00 per 100, prepaid to any State in the Union.

NORWOOD(Per)—Mid-season with us. The berry that has been widely advertise that four berries have filled a quart box. While the berry is very large and good quality we have not grown them to that size. Makes a moderate supply of large healthy plants and moderately productive.We have a fine stock of plants, very low considering what price we paid for them. They are worthy of a trial in any one's garden.

BUBACH (Imp)—Mid-season, too late. An old and popular variety, one of the best plant sellers in the lot. Fruit with Townsend's late Champion and you will get what you are looking for. A fine crop of big red berries, rich enough for a king.

CHIPMA—Mid-season with us. This variety is wonderfully productive,fruit very large and firm and is fast coming to the front as a commercial variety.Will colored and shaped and we advise all our customers that have not tried them to set some plants at once if they are growing for market.

COOPER (Per)—Mid-season.A variety that hails from N.Y. Is a very highly flavored variety, conical shaped, colors all over a very dark red. Nothing better for canning and preserving. The originator praises it very highly and says that it is the very best variety he ever saw. Mr.Samuel Coopre,Delavan,N.Y.,is the originator.Is a seedling from Pan-American. We have a fine stock of plants.

CARDINAL (Imp)—Mid-season, too late. A great favorite with some growers in the western states.We have a fine stock of plants.

MARSHALL (Per)—Mid-season. This is a very fancy berry for the New England markets, always taking first place. One of the richest flavored varieties grown our stock of Thoroughbreds is the standard. Very seldom we noticed the past season Marshall berries grown in our neighborhood at the station with ours that you would never thought were the same old variety. Our plants are strong and healthy and bring out all there is in them.Get the Marshall from us.You will be pleased.

SALISBURY,imp-early to mid-season. We have never seen a variety of any season that is as firm as this one. This is its greatest quality. Fruit is medium size color light red all over, extra productive, fruits a long season. It can be shipped from one side of the country to the other with perfect safety. Two years ago we had a quart to set in our pantry for two weeks and at the end of that time were considered firm and salable.Th are more productive than the Klondyke and a great deal better carrier and will be greatly grown by all long distance shippers in a few years. Plant growth good, free from rust.

STEVENS—late champion (Per)— A very late variety, gives good satisfaction in the northern states,too soft for long distance shipment. Very productive,good plant maker.

CHESAPEAKE (Per) late. We must say that we are pleased more and more every season with the Chesapeake. In fruiting season it makes one think that he had set his entire farm in them. It is impossible for we nurserymen in the east to grow enough plants of this variety, as the demand quadruples every season. Some growers have made a slight kick owing to plant growth not being sufficient,but this can be remedied by setting in springy soil and you will get all the bed desired. We have in our trial plot this season where we have something like one hundred varieties and there is nothing in the plot better bedded than the Chesapeake.Get the Thoroughbred plants and start right if you have not tried them.We will make our price this season in reach of all.

A Field of Chesapeakes, the Popular Late Variety.

FIELD OF KLONDYKES.

HEFLIN'S EARLY (Per)—Has its greatest popularity in the South. Fruit large to extra large, firm, good quality, always bringing the highest price in market. We have a fine stock of plants, entirely free from disease, at a very low price.

HAVERLAND (Imp)—One of the very best mid-seasons when pollinized with SEN-DUNLAP, as we think the two varieties should never be parted. Each variety seems to do better when set together. There are nothing better for commercial purposes in the northern states. Have a good supply of plants but always sell out early in season. If you desire the Thoroughbreds let us have the order early.

GOLDEN GATE (Per)—Mid-season to late. A very good variety, hails from Mass., sent out by the grand old man, S. H. Warren. Where a fancy variety is wanted and quality is required, take this one.

HUMMER—Mid-season. Extra large, quality poor, very soft, very showy and a favorite with most market gardeners.

EXCELSIOR. One of the oldest early sorts, known everywhere and is still the standard with lots of growers. We have a fine stock of plants at extremely low figures. Write for discount on large orders. Don't forget to try some Maud Muller with them, same season. Twice as large, twice as good every way.

PARSON'S BEAUTY—Mid-season. Extra productive, size large, moderately firm, good strong plant maker. In some sections it is planted more than any other variety. Very fine table berry and excellent for canning purposes.

DUNCAN——Late, with us. Not very popular, fruit medium to large, quality poor, very productive, good plant maker.

TENN—An old favorite in the South. A very fancy berry and very productive. Good quality, will take care of itsself. Called the poor man's berry.

HOFFMAN (Per)—An old standard in the South, especially Virginia. Too well known to need description. Season very earliest to ripen.

A QUART OF NEW SUPERIORS

NEW SUPERIOR (Per)—Early to Mid-season. When given the proper culture is a grand berry, requires rich soil and hill culture or narrow matted row. Good shipper, good quality.

UNCLE JIM—Mid-season, too late. Fruit large, very firm, a great favorite in some localities, fine plant maker, free from rust and disease. Always good demand for plants.

FENDALL (Imp)—Early to late, one of our handsome varieties, orignated in Baltimore Co, Md., and is now giving satisfaction all over the country as a strictly fancy variety. Holds a record of 16000. quarts per acre. I advise an early variety and a late variety to give proper pollinization. We grow it with profit in this way, two rows Maud Muller, four rows Fendall, two rows Townsend's Late Champ.

NEW YORK--Mid-season. Extra large, very fancy, flavor mild, moderately firm, good for local market.

MASCOT (Per)—Late. There seems to be some mistake with plant growers in regard to this variety. Lots of them have gotten hold of the wrong article. And it is to be very much regretted, as the Mascot is a particular extra fine variety and a fancy berry and one of the latest we know of.This variety is giving us general satisfaction as a late variety and we are receiving even from Experiment stations descriptions of it, describing it as being an early variety, small size and very poor flavor, etc. Several of these parties and stations we have taken it upon ourselves to write them and offer a sample of the genuine plants FREE so as to set them right. The MASCOT is the largest berry we grow, also the latest. Also firm, productive and quality very fine. Our stock of plants are low this season but we will be glad to fill all the small orders we can to the parties that have bought them elsewhere and found them not to be as we represent them here.

ERNEST, Imp, Mid-Season. This berry was found by our partner, season 1908. He has had special care over it since that date. And with special care it is a wonderfully fine variety.There was four quarts of berries picked from the original four plants at one time. We know of no variety that surpasses it for production. Size large to very large, round conical shape, firm, color very bright red. Flavor some acid but not more so than many other varieties.Plants entirely free from rust. As a commercial variety we predict great success. We have now a fine stock of plants and will set heavy of it another season for fruit.

CLIMAX

CLIMAX (Per)—An early variety, a few days later than the earliest and a great favorite with us for commercial purposes, always bringing the top notch. We have probably sold more plants of this variety than any other kind since we have been in the business and our demand increases every year. Has the greatest record for productiveness of any variety known, when grown from our THOROUGHBRED plants. 20,000 quarts to the acre has been reported. Fruit large and fancy,plants strong and healthy, staying green almost the entire winter. Moderate plant maker. Our stock of plants is complete.

VIRGINIA (Imp.)--Extra early, has given very good satisfaction everywhere tested when properly fruited with some variety in its season. We are always short on this plant at the end of season, which shows it to be a good one.

MYERS (Imp)—A good mid-season variety found by Mr.Harvey Myer several years ago,and is now the leading variety around Bridgeville, Del.,the leading shipping station for berries in the east.

The bloom is imp,but has an abundance of them and when fruited with Parsons, Beauty, New Superior, Dunlap, will produce with the best and with fruit equal to any. One large grower talking to me a few days ago in regard to Myer,said: the contrast of clear white blossoms,deep green leaves and brilliant red fruit, is most striking and beautiful, and is such as we have never seen in any other strawberry.Seems to demand very top prices in every market shipped. We ask all our customers to try them this season.Price reasonable,,$3.50 per 100,500 at thousand rates.

LADY TOWNSEND

LADY TOWNSEND (Per)—A good early variety where a good long distance shipper is wanted. We know of nothing that will surpass it in most sections if not allowed to bed too thick. Fruit is very large and very fine flavor. We are receiving every season excellent reports from different sections. Our southern friends are planting heavy of it on account of its shipping qualities and being extra easy to get a bed.

AROMA (Per) —late. A very popular variety in the west,grown by the largest associations. Our supply of plants is always sold out early. Is very productive, very firm fruit, large and uniform in size,makes a moderate supply of plants that are strong and healthy. Write for special prices on large orders.

PRESIDENT (PER)—late.We have not fruited this variety enough to give a perfect description as we always sell out close every season and have never grown it in a large way.

THREE W's. (Per)—Mid-season. Originated in Tenn. by W. W. Wallace. Is a very fine variety with us and extraordinary good crop. per.

The dry weather in fruiting season seemed to take but little effect upon them.Fruit will class as fancy quality, the best. We shall set heavy of it the coming season for fruiting purposes.

SAMPLE, very late but not the latest. Is an all round good variety.We advised Townsend's late Champion set with Sample for an ideal late patch. Both heavy croppers and entirely free from rust.

RED-BIRD-early imp.A variety claimed by some to be one of the very earliest and best of the early sorts, but has not proven the best for customers in some sections.Requires good attention and the best of soil; will do best under hill culture, fruit long pointed, not very firm.We have fine stock of plants true to those wishing them.

Section of a Row of Climax

EXCELSIOR, a great favorite with many, one of the earliest to ripen. We have about 1,000,000 Strictly Thoroughbred plants of this variety. Prices low. If you desire this variety we can please you both in quality and price.

EARLY OZARK (Per)—An early variety from Mo., which is making a hit almost everywhere it is grown. We have never been able to fruit in a large way, but the reports that come in to us make us believe that it is winning its way to the front. We advise our customers to try it.

The Improved Early Superior, (or New Superior,) called by a great many of our customers, is indeed a wonderful berry. It is firm enough to please any one. Quality not surpassed by Wm.Belt, as productive as any Strawberry ever grown when given the proper attention. Size will compare favorably with any of the early varieties that ripen in its season. It begins to ripen with the earliest varieties and continues until late in season. Is a free plant-maker, entirely free from diseases of any kind when grown by us, and in fact I have had no complaint from any one who has bought the Superior from me.The berry greatly resembles the famous old Gandy, and is taken by many of the city buyers for that variety.

Our stock of plants is complete and we guarantee this variety to please you, no matter where you are situated. For family gardens we have nothing better to offer you.Hundreds of our customers are now booking orders for the Superior and CLIMAX to set together, both being the same season and unsurpassed for productiveness. Some set one row of each the patch over, others set every other plant in the row. The latter is done in Va. a great deal.

C. Haines,of Tabernacle, N. J.,writes: I do not think any one can make a mistake in investing in this berry. Will keep five days on the vines and then be firm.

MISSIONARY, per. This is a variety that has made good and come to the front without any advertising. We are not the originators but are largely responsible for its wide distribution in the southern states.And we say with out fear off contradiction that it is the most popular variety grown in Florida today. We have been unable to grow enough plants to supply our trade for the past two seasons. This season we have largely increased our acreage of MISSIONARY, although the season being unfavorable for the growing of plants we expect to be short as usual.

We have booked orders the entire summer for this variety from the southern states to be delivered this fall and winter.The Missionary does not confine its popularity alone in the Southern states. It is fast gaining in the East and West.Va. being its home makes it very popular there,also seasons early, makes plenty of well grown plants that hold the fruit well off the ground,resembling the Klondyke in that respect. Entirely free from rust, fruit medium to large, extra firm, quality fine.Taking it as a whole it is an ideal commercial variety, and if you have not tried them you should do so at once.Our price have always been very reasonable on this variety. This season we have advanced them slightly owing to the short crop we have grown.This we were compelled to do in justice to ourselves. We can fill large orders and allow a discount as usual.

BRANDYWINE—late. A great favorite with some but in our judgment there are many late varieties to select from.

GLEN MARY, late. Resembles the Gandy.A good one in some sections, in others it fails.

GANDY,late.Too well known to need description. We have a fine stock of plants that will give the very best of satisfaction and solicit your orders no matter how large.

A Field of Missionary, The Most Popular Variety Grown in the South. Hundred of Growers are discarding the Klondyke for the Missionary,

NIC OHMER (Per)—Mid season, to late. A good southern variety not very well known in the north and west.Needs good rich soil to bring out all its qualities,should never be allowed to bed too thick, is strictly a fancy variety when properly cared for and will demand top market prices. We have a fine stock of plants this season at reasonadle prices. Get The THOROUGHBREDS from us, and grow twice the amount of berries from the same acreage.

WM. BELT—Mid-season. A very large berry with an extra fine flavor. Too well known to need description.Is not a favorite with us on account of rust.

ST. LOUIS (Per)—Originated in Ark. by J. A. Bauer. This is one of the very earliest varieties to ripen with us and is a splendid variety,especially for home use or home market, being too soft to carry well. Makes plenty of strong healthy plants, very productive, berries very large for an early variety. Color light red all over. It will take top prices in any home market and will net the grower as much money as any variety in our list where a home market is convenient. There is no need of making a long description here as this berry has been fully advertised in almost all catalogs for the past three seasons. Will only add that we have a fine stock of plants at reasonable prices and will be glad to fill your orders.

KLONDYKE (Per)—.We are headquarters for this variety.Too well known to need detailed description here. Will add that it is the largest grown of any early variety in this country, owing more to its shipping qualities than any other point .We have been supplying many of the large associations with this variety for several seasons and will say that we are prepared to handle your orders this season, no matter how large, and can give you the best of service. We have selected the very best of our Maryland soil for the growing of these plants and can say that we have the finest stock that we have ever grown. Let us know your wants and we will give special price No matter where you live we can please you.

Fall Bearing Varieties

This class of strawberries is fast coming to the front in almost every section.For many years none of us paid but little attention to them,but their popularity has compelled us to take notice. I find the most of the fall bearing varieties the very best spring croppers that I have.For my own use I would not care to keep all blooms off that come on them in early summer in order to have a bumper crop. They usually bear all the berries we can use when left to themselves and we have berries from spring until freezes set in. My two favorities for the fall crop are Pan-American and Autumn.

The above I quote you this season at 75 cents per Doz, $4.00 per 100,

Productive, Imp, Francis, per, Dew Drop, per, Iowa, per Superb, per,Americus, per, all strictly fall-bearing varieties from the same old mother,Pan-American. Prices as follows,per doz.$2.50, 100 $20.00.

TEDDY, R. A variety that has done wonderfully for me but does not seem to be a perfect fall bearer every where else. I think it one of the very best for late spring and early summer varieties,coming in after the Gandy when the markets are clear of fruit,bringing the best of prices.

I advise setting Teddy R. whether it bears in fall or not.Prices as follows,per doz.,$40 cents, per 100,$2.50,per 1000,$20,-00, as long as they last.Crop very short this season.

By E. W. Townsend, Pres.

P. S. I am asked many questions during a season in reference to the above varieties and trust that I have made it plain to all what I think of them as spring,summer and fall croppers. If you have never grown any of them better do so this season,especially so for family use. There is lots of enjoyment in a nice plate of berries in late summer and fall as well as in spring-time, and if you are a Huckster to near market you can make them very profitable when you can deliver your customers nice ripe berries the whole season.

You will do us a favor and also hundreds of our customers if you will write us telling which varieties are doing the best with you. This question is asked of us every day,what variety do you recommend for me?I trust you will favor me this time and help me out on My Big 1913 Catalog.

PRICE LIST FOR SPRING 1912.

[Charges Collect]

EXTRA EARLY	12	100	1000
Per. St Louis	20	$ .40	$2.50*
Per. Excelsior	20	.40	2.50*
Per. Hoffman	20	.40	2.50*
Imp. Early Heflins	20	.40	2.50*
Imp. Virginia	30	.50	3.00
Per. Early Ozark	40	.60	5.00
Per. Maud Muller	50	1.00	8.00*
Per. Early Queen	50	1.00	8.00
Per. Maple Early	50	1.00	8.00*
EARLY			
Per Early Halhway	20	40	3.00
Per Fairfield	20	40	3.00
EARLY VARIETIES			
Per. First Prize	50	1.00	8.00*
Per. Lady Townsend	30	.50	3.00*
Per. Missionary	20	.40	2.50*
Per. Climax	20	.40	2.50
Imp. Red-Bird	30	.50	3.00
Per. Klondyke	20	.40	2.50*
Imp. Md. Prize	50	1.00	8.00*
Per. New Superior	30	.50	4.00*
MIDSEASON			
Per Roadside	20	40	3.00
Per Uncle Jim	20	40	3.00
Imp. Haverland	25	.40	3.00
Per. Sen Dunlap	25	.40	2.50
Per. Parsons Beauty	25	.40	3.00
Per. Tenn Prolific	25	.40	3.00
Per. Nic Ohmer	25	.40	3.00
Imp. Sample	25	.40	3.00
Imp. Bubach	25	.40	3.00
Per. Chipman	30	.50	4.00
Per. Nanticoke	30	.40	3.00
Per. Cooper	30	.40	3.50
Per. Three W. S.	30	.40	3.50
Per. Norwood	50	1.25	10.00
Per. Marshall	30	.40	3.50
Imp. Salisbury	50	1.00	8.00
Per. Bethel	50	1.00	8.00
Per. Black Beauty	50	1.00	8.00
Per. Barrymore	40	.75	6.00
Imp. Paul Jones	40	.75	6.00

Per. Duncan	30	.50	3.50
Per. Hummer	30	.50	3.50
Per. New York	30	.50	3.50
Per. Golden Gate	30	.50	3.50
Imp. Ernest	40	.75	6.00
Im. Meteor	40	.75	6.00
Per. Wm Belt	30	.50	4.00
Per. Big Joe	30	.50	4.00
Imp. Cardinal	30	60	5.00
Im. Myers	20	50	3.50
LATE VARIETIES			
Per. Townsends Late Champion	30	75	6.00*
Per. Chesapeake	30	.50	3.50*
Per. Mascot	30	.50	3.50*
Per. Gandy	20	.30	2.50*
Per. Stevens Late	20	.35	3.00
Per. Glen Mary	20	.35	3.00
Per. Aroma	20	.30	2.50*
Per. President	30	.50	4.00
Per. Brandywine	30	.50	4.00
Per. The Fairdale Giant	40	.60	5.00
Per. Darlington	40	60	5.00

Special prices on large orders—50 plants at 100 rate, 500 at 1000 rate see page for prices on fall bearing varieties.

Please do not ask me to allow further reductions on 1000 lots. Write me your wants and I will make you the best price possible by return mail.

When ordering through agents please see that our name is both on inside and outside of package. We are advising this to protect you. To get our THOROUGHBREDS, see that you do.

REMEMBER,It cost no more to prepare an acre of ground to set out THOR OUGHBREDS than it does to prepare an acre to set the common field grown plants. No more cost in setting,no more cost in working them.The only saving you make is in your picking, hauling, and crate bill.This,I think, you will agree with me is no saving at all.

Hundreds of others say your plants grow twice as many berries as plants bought of some other fellow. They cost but little more and more than double your returns. Set TOWNSEND,S THOROUGHBREDS this season and be convinced.TOWNSEND'S THOROUGHBRED is a house-hold word in nearly every state.

Ask for special prices on large orders. We solicict orders from the large associations, and will take special care of the smallest orders.

Send your order in early, We will ship when you are ready.

The quality was never better but the crop is small. Order early.

As I am revising my mailing list I ask my friends to send in a list of the name of their friends who will be interested in my 1913 catalog.Thanking you in advance for the favor,and promising you a square deal in any order intrusted to me, I am, Yours very truly,

E. W. Townsend,
The Fair Dealing Nurseryman.

FREE—Will give free with every order amounting to $10.00 or over one doz. Early Queen,or one dozen Maud Muller, two of the most promising early varieties. Please ask for them when sending in your orders.

P. S. I am headquarters for dew-berry plants, Lucretia and Austin. My price one half what others ask. Ask for specia prices on large orders.

Make your own selection as early as possible for this offer, as we are likely to be sold out of some variety you would prefer later in the season. We will book your order for any of these special selections when one-half cash accompanies the order. We await your advice before shipping. This is a grand offer.

When in doubt what varieties will suit you best just write us giving us to understand whether you desire Extra Early, Medium, Late, or very extremly late, whether you grow for home market or long distance shipments, and allow us to make our own selection for you. We will carefully do this, mail you a copy of your bill at the very lowest price possible. We are pleasing many of our customers in this way, giving them the benefit of our experience Free. Give number of acres you desire to set.

Substitution.-- It is impossible for us to have on hand all the varieties listed in this catalog at the end of the season, as some varieties always take the lead over others.But we can,if allowed,often substitute a variety of just as good quality for you and one of higher price and will often do better for you. If you will mention this on your order it will save time and you can rest assured that we will give you a square deal.

Time is valuable at the close of the season with all planters and nurserymen. We will positively not make the substitution unless necessary.

E. W. Townsend & CO.

Pocatello, Idaho.

Salisbury, Md.

Dear Sirs:-

The Strawberry plants came in good condition. Am well satisfied with them.

Resp, Leo Hurst.

Messrs- E. W. Townsend & Co,
Gents:-Plants received from you are doing fine and upholding your reputation here. Will want more later,

Yours very truly.

C. P. Malloy.

Large Plants Do Not Always Grow Large Berries.

We mention this for the benefit of our new beginners.For instance,Parsons B., Climax, Harverland, Chesapeake, Aroma and others, have extremly large plants, when the fruit is not so large as some of the varieties that have but very small plants. We mention some of the varieties that have very small plants: Tenn. Prolific, Klondyke, Missionary, Hoffman, Sen-Dunlap, Warfield and many of the last mentioned grow larger fruit and are more prolific than the former.1000 Chesapeakes will outweigh 1000 Klondykes three times, therefore the small plants are not always runts.

MY FAVORITES FOR A COLD CLIMATE

Where frost is sure to come before the blooming season is over. It is desired in a climate of this kind to have a variety that is abundant with bloom, and also one that does not bloom all the same time. Now in the following varieties you have all that is required to produce a large crop no matter if you have several frosts during the blooming season. The New SUPERIOR is the first on the list. Will stand an unlimited amount of frost and freezes, and will bear a full crop. To see them in full bloom one would think that the ground was covered with snow for half a mile away.The CLIMAX is another one safe for cold regions Townsends's Late Champion, Parsons Beauty,Maud Miller. First Prize, Haverland, Dunlap, Aroma, Nanticoke. We know all the above varieties will give the best of satisfaction in any cold climate. And we recommend our customers to make a selection from the above varieties, those living in the West, North-West, and North, and you will not miss a full crop of fine fruit when these varieties are bought from us.

SET PLANTS IN YOUR YOUNG ORCHARDS

And make big profits while waiting on your trees to grow. Thousands are doing this and report big profits.

Associations, ATTENTION. Write us your wants. Let us quote special prices on your order. We can please your members. We promise you a square deal. It cost little more to use our plants, and the yield will be 25 per cent up, more than common field grown, mixed up plants, that you can buy cheaper. We are pleaseing other large growers and we can buy cheaper. Get our 1913 big book for all your members. It will help them out in their difficulties in growing their crop.

We will book your order and ship when wanted.

We can dig and pack 500,000 plants daily (when the weather is open).

We use nothing but damp moss to pack with (not too wet, not too dry)

We personally inspect every package before taken from our packing house.

We have the Thoroughbred stock that will please you.

We want your order, little or big.

We want it early.

All charges prepaid on fall bearing varieties to any city in the U. S. when order amount to $10.00. No orders filled for less than $1.00, as it is not profitable to fill orders for less. Get the THOROUGHBREDS from us and you will not be disappointed.

Treated Him Square And He Told His Neighbors, Now They Are Pleased.

Turkey, Fla., March 20, 1911.

Dear Mr. Townsend:

I received the plants O.K. Strictly fine, best I ever bought. I want you to send my neighbors your catalog. Allow me to thank you for the extras. Will order from you whenever I want more plants.

S. J. Johnson

Plant City, Florida.

Nov. 31st.

E. W. Townsend & Co.,
Salisbury, Md.

Dear Sirs: Plants came on time and fine. Thank you.

Respectively,

C. W. Munro.

We are preparing for the season of 1913 a mammoth catalog, which we are unable to get out this season as we desired. This book will be entirely FREE to all that ask for it. And I earnestly ask each one of our old customers to send us the names of their friends that they think will be interested in our book. This book we shall try to make so interesting that our friends will not lay it aside or throw it away as an ordinary catalog. Please remember this and send us the names of your friends whether you need plants this season or not. If we get the same name twice or three times we can straighten it out at this end. I thank you in advance both for the name of your friends and also your orders. The cuts in this catalog show many of the fields of our plants taken in October, 1911, which we will dig your plants from.

A Letter To-Day From A Pennsylvania Friend.

October 11, 1911.

Dear Sir:

I received the plants O.K. Strictly fine, fine count, well rooted, strong and vigorous, looking well in the patch.

T. S. STROM.

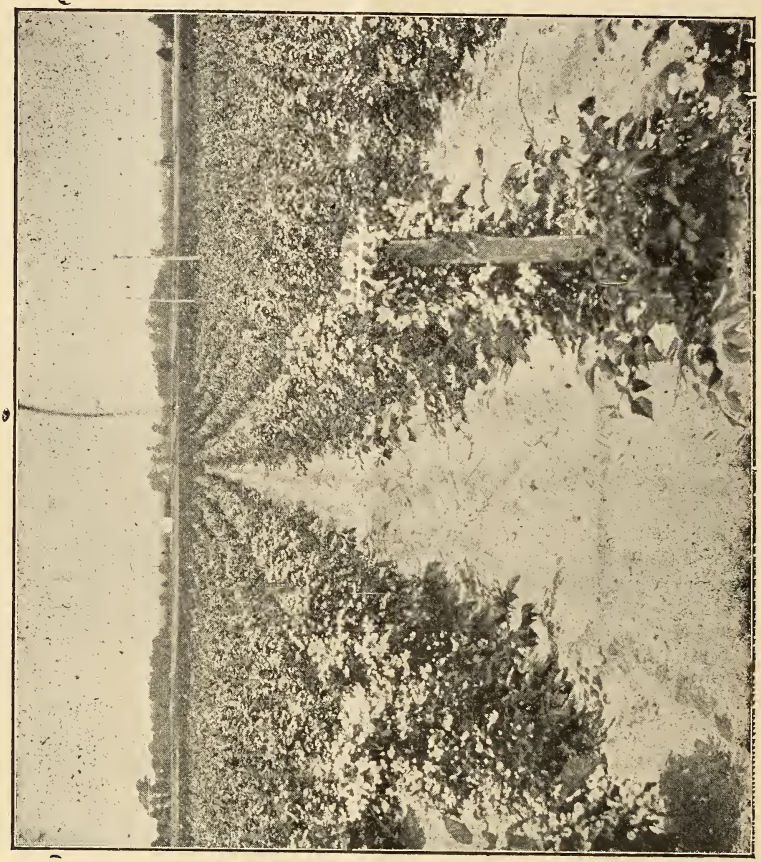
SPECIAL BARGAIN OFFER.

Send us $5.00 and we will send you by express prepaid, 500 plants of our very best table varieties that will bear fruit from early spring until fall. Our own selection. We pick varieties that best suit your locality. 500 plants $5.00; 1000 plants $10.00. The above offer is limited to our being sold out of the fall bearing varieties. In case we are we will return your money.

Another special offer for trial beds,---plants. We will allow you to pick your choice of 25 each, of 25 different varieties. Your own choice for $10.00. Every strawberry grower should avail himself of this offer, as he will certainly find some of the varieties that will pay him many times over for the small sum invested, besides the pleasure in watching them grow in his own trial bed.

BEWARE OF FRAUD AGENTS

Claiming to sell our plants. Have them show their credentials.



A FIELD OF LUCRETIA AND AUSTIN DEWBERRIES IN BLOOM

LUCRETIA.—Earlier than the earliest blackberry and as large as the largest of them. Most largely grown of all dewberries for market. The canes are very hardy and exceedingly prolific, thriving almost everywhere; of slender trailing habits, and entirely free from disease and insect attacks, the fruit black, rich and melting. This is probably the best shipping variety of dewberries in cultivation. Price: Cuttings, $1.00 per 1,000; plants, $5.00 per 1,000.

AUSTIN'S IMPROVED (MAYES).—An early dewberry of excellent quality. Produces large crops, but the berries lack firmness for long shipment, hence, valuable chiefly for home use or local market. If, however, they are kept picked up close as soon as ripe and not allowed to stand too long on the vine they may be shipped a reasonable distance. Prices will usually compare very favorably with other varieties as you get extra early fruit, which is in better demand. The berries are large, short and thick. Canes vigorous, hardy and productive; ripens about a week earlier than Lucretia, and for this reason is valuable to grow in connection with that variety. It is very hardy and seldom fails to give a good crop. Price: Cuttings, $1.00 per 1,000; plants $5.00 per 1,000.

This industry will probably be our life work, and it is our purpose, not to see how many orders we can fill today, with just anything, so it is a strawberry plant regardless of how grown or the variety ordered, but to furnish good plants properly grown and true to name, so that we will merit your order and your neighbor's order in the future, and we take this opportunity of thanking the many customers of the past for their liberal patronage, and the many kind words of encouragement received from them. It will be our constant study in the future, as it has been in the past,to try to give perfect satisfaction to the old as well as new customers who entrust their orders to us; our success,we feel confident, depends wholly on the satisfaction we may be able to give our patrons.

Claims, if any, must be made immediately on receipt of plants. We cannot be responsible for treatment after receipt, or misfortune caused by drouths, floods, improper treatment or other causes.

Express Charges.—The reason we advise shipment by express is because plants are more or less perishable, and the quickest transportation is best for satisfactory results.And then Express Companies allow a reduction of twenty per cent from the regular merchandise rate on plants, bulbs, etc., and bill the shipment at the number of pounds weight.

Approximate Weight of Plants.—Approximate weight of orders containing assorted varieties packed for shipment is:

1000 plants 20 pounds; 2000 plants, 35 pounds; 5000 plants, 80 pounds; 10000 plants 150 pounds.

Then to determine the probable express charges inquire of your agent for the merchandise rate to Salisbury, Md., from which deduct twenty per cent,and figure according to the approximate weights.

SWEET POTATO SPROUTS.—WE grow every year a large bed and will be glad to quote our customers prices on any order they wish.

Make all orders payable to E. W. Townsend, Salisbury Md.

NUMBER OF PLANTS REQUIRED TO SET 1 ACRE.

18 inches by 3 feet	9680 plants
18 inches by 3 1-2 feet	8297 plants
24 inches by 3 1-2	7260 plants
24 inches by 3 1-2 feet	6222 plants
24 inches by 4 feet	5445 plants
30 inches by 3 1-2 feet	4978 plants
30 inches by 4 feet	4356 plants
36 inches by 3 1-2 feet	4148 plants
36 inches by 4 feet	3630 plants
48 inches by 4 feet	2722 plants
48 inches by 6 feet	1815 plants
48 inches by 7 feet	1555 plants

SELECT CUCUMBER SEED.

TOWSEND'S EARLY FORTUNE—This is the earliest cucumber grown; ready to ship 50 days from time of planting. Blossoms and bears at every joint, making it the most prolific. Holds color several days after getting its full size, making it the leader as a market cucumber. In 1910 we grew 1000 bushels to the acre. Price, one-quarter pound, 50c, one pound, $1,75. Special price on large lots.

IMPROVED WHITE SPINE—Well known the country over. We have a fine stock of select seed. One-quarter pound, 40c, one pound, $1.50.

CANTALOUPE SEED.

EDEN GEM—Too well known to need description. The leading market variety. Stock No. 1, per pound, $2.50. No. 2, per pound, $2,00. No. 3, per pound, $1,00. Special prices on large lots.

EVERY FARMER SHOULD HAVE AT LEAST A FAMILY PATCH.

As there is nothing more delicious than a nice plate of fresh strawberries and cream, say nothing of the short-cakes and the many cans that can be canned and laid away for the winter. Send us $5.00 and we will send you a selection of plants that bear fruit continuously for six months in the year. Just say send me your own family collection. I will do the rest.

Prepaid to your door.

Get TOWNSENDS THOROUGHBREDS. they are the cheapest in the end.

We have built up a strain of plants not surpassed by any one. Our method in improving varieties is to select only the first and largest plants that mature each year, by cutting back the runners that come afterwards. By doing this we have secured a stock of plants that will put out more crowns and are stronger in every particular than the common field grown plants that are taken from the middle of the rows year after year. Any variety to run several seasons without new breeding and will give you the best of satisfaction when grown in wide matted rows. A trial will convince you if you have never grown our plants.

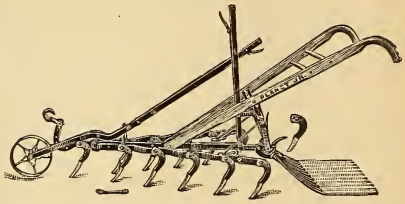
Write for our new big 1913 catalog. When you send in your order we will pub lish hundreds and hundreds of good stuff for you.Were too late in getting same out for this season. Will be ready to mail early in summer 1912.Tells how to Grow THOROUGHBREDS. and why IT PAYS US and how it WILL PAY YOU.

Pasadena, Texas
Feb. 9th, 1911,
Mr. E. W. Townsend,
Dear Sir:—
The shipment of Klondyke plants arrived O.K. Will say I am well pleased. Every plant is strong and vigorous.
Yours truly,
T. R. Duffield,
How it that for small Klondykes?

Griffin Fla.
Dear Sir:—
The 10,000 plants came to hand in fine shape.I think they are the finest I ever saw shipped out.I shall take pleasure in doing buisness with your house in the future, and shall advis eMy Frineds to order from you when they want something GOOD.
J. E. GRIFFIN & SON.

Letters like the above are very encouraging to me and always make me strive to even better things.
E. W. T.

We could print hundreds of such testimonials from the state of Texas if space would allow. Some write like this: have learned where to buy plants.Will set more every season.Some best plants ever came here give best satisfaction. Some asking us to go thousands of miles to se their patches.Others wanting to know now we grow them so mmuch better.



The Strawberry Growers' Friend.

Special Notices.

I SELL DIRECT—to the people, saving them over one-half on their orders.

NO SHORTAGE—on plants with me this season. Positively every order can be filled.

WE CAN usually fill orders promptly from November first, until May the first.

BEAR IN MIND—that there is no better plants grown than I grow no matter what you pay.

ALL PLANTS—sent out by me have the highest fruiting power, grown from strong, healthy mother plants selected by a strawberry expert.

THIS IS MY SPECIALTY—growing strawberry plants and propagating new varieties. I have all my eggs in one basket and keep my eyes on the **BASKET**.

I WANT YOUR ORDER—this season. I promise to please you. I am responsible. Ask your neighbor about me. Townsend's Thoroughbreds is a household word in nearly every State. They never fail to grow a crop of bigredberries.

HUNDREDS—are making more growing strawberries than they are growing any other crops. You can do the same if you grow Townsend's Thoroughbreds. There is no garden too small for a few hills of strawberries. There is no mouth too sweet for a ripe red **BERRY**.

REMEMBER—when you place your order place it with **TOWNSEND**—the man that **SATISFIES**.

New Business Offer

In order to get NEW CUSTOMERS to try my plants this season I make the following extraordinary offers.

EVERY NEW CUSTOMER—sending me an order amounting to $5.00 I will give FREE $1.00 worth of any plants listed in this catalogue.

FOR A TEN DOLLAR ORDER—I will give FREE $1.50 worth of any plants listed in this catalogue.

FOR A TWENTY DOLLAR ORDER—I will give FREE $2.00 worth of any plants listed in this catalogue.

FOR EVERY ORDER RECEIVED FROM NEW CUSTOMERS—under $5.00 and over $1.00 I will give FREE 6 First Prize Plants and 6 Maryland Prize plants, two new varieties introduced by me, that are worthy of space in any one's garden.

PLEASE STATE—on your order that you are a new customer. We will then enter your name on the preferred list.

I WANT 1000 MORE NEW CUSTOMERS—this season. If I get them it will mean 2000 more for 1913, for every satisfied customer means more business, Will you be one of the NEW ONES? I will do exactly as I agree, I promise to please you. My only request is: Show my plants to your neighbors and tell them where you bought them.

Address all Orders to

E. W. TOWNSEND,

SALISBURY, MARYLAND.

Please make Post Office Orders on Salisbury, Md.

New York Bank Exchange to be had at any Bank.

We do not send plants C. O. D.